

Message Text

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PAGE 01 FRANKF 08332 201407Z

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 RSC-01 /021 W

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R 201339Z DEC 74

FM AMCONSUL FRANKFURT

TO SECSTATE WASHDC 8908

USDOC WASHDC

INFO AMEMBASSY BONN

UNCLAS FRANKFURT 8332

E.O. 11652: N/A

TAGS: BEXP, GW

SUBJ: WTDR - SCHUBART, DIPL. PHYS. GUENTHER W.A.

REF: USDOC 17804

1. ADDRESS: 33 HAGENAUER STR., 6200 WIESBADEN, WEST GERMANY
CALBE; TELEX: NONE; PHONE: 06121-64092, OFFICER: GUENTER
W.A. SHCUBART, OWNER.

2. FIRM ESTABLISHED 1964 BY G.W.A. SCHUBART, 46, GRADUATE
PHYSICIST FORMERLY EMPLOYED WITH HONEWELL. BUSINESS:
SALES AGENT, DISTRIBUTOR, SERVICE AND REPAIR OF ELECTRIC/
ELECTRONIC MEDICAL INSTRUMENTS, APPARATUS AND INSTRUMENTS
FOR PHYSIOLOGICAL RESEARCH. AMONG 11 EMPLOYEES ARE SEVERAL
ENGINEERS, AND 3 SALESMEN. LABORATORY IS MAINTAINED FOR
DEVELOPMENT AND SERVICE. PRODUCTS ARE CHIEFLY US ORIGIN.
SALES AREA: WEST GERMANY, ECC, EFTA COUNTRIES AND AUSTRIA.

3. FINANCIAL REFERENCE: COMMERZBANK AG, WIESBADEN-BIEBRICH.
TRADE REFERENCES: STATHAM INSTRUMENTS INC., 2230 STATHAM
BLVD., OXNARD, CAL. 93030 AND SEE ITEM 4.

4. FOREIGN FIRMS REPRESENTED: AVIONICS RESEARCH PRODUCTS
CORP., LOS ANGELES, CALIF. (MEDICAL MONITOR, STRESS TEST
EQUIPMENT, ETC); COULD INC., INSTRUMENTS DIV., CLEVELAND,
OHIO (OSCILLOGRAPHIC RECORDERS, BIOMEDICAL SIGNAL
CONDITIONERS); HQMETRICS, LOS ANGELES, CALIF. (TEACHING
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COMPUTERS); SIENCO INC., MORRISON, CAL. (LABORATORY

INSTRUMENTS) STATHAM INSTRUMENTS, (PATIENT MONITORING
SYSTEMS & COMPUTERS ETC): UNIRAD CORP., DENVER COL.
(ECHOENCEPHALOGRAPHY): 6 OF 15 US FIRMS REPRESENTED.

5. SCHUBART AND FIRM HAVE GOOD REUTATION, FINANCIAL
SITUATION IN ORDER. ANNUAL SALES DM 3 MILLION. BUSINESS
EQUIPMENT VALUED OVER DM 200,000. PAYMENTS PROMPT.
RECOMMENDED AS GOOD BUSINESS CONTACT.

6. INFO 12/74. PREPARED P. BARTOLSIC, APPROVED C.J. HARRIS.
HARLAN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 20 DEC 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974FRANKF08332
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740370-1116
From: FRANKFURT
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19741220/aaaaaqnr.tel
Line Count: 72
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 74 USDOC 17804
Review Action: RELEASED, APPROVED
Review Authority: MorefiRH
Review Comment: n/a
Review Content Flags:
Review Date: 26 SEP 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <26 SEP 2002 by ReddocGW>; APPROVED <06 JAN 2003 by MorefiRH>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: WTDR - SCHUBART, DIPL. PHYS. GUENTHER W.A.
TAGS: BEXP, GE
To: STATE COM
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005